

Message Text

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TO AMEMBASSY BRUSSELS

C O N F I D E N T I A L STATE 192480

USEEC

FOLLOWING TOKYO 12144 ACTION SECSTATE INFO AUCKLAND BONN GENEVA
LONDON MELBOURNE OTTAWA PARIS ROME AUG 11.

QUOTE C O N F I D E N T I A L TOKYO 12144

BRUSSELS FOR EC

PARIS (ALSO) FOR OECD

E.O. 11652: GDS
TAGS: ETRN, JA
SUBJECT: SEPTEMBER ECONOMIC TALKS WITH JAPAN

1. SUMMARY. EMBASSY REGARDS SEPTEMBER SERIES OF
ECONOMIC TALKS IN TOKYO AS GOLDEN OPPORTUNITY TO STRENGTHEN
HANDS OF GROWING NUMBER OF JAPANESE LEADERS WHO RECOGNIZE
DIRECTION IN WHICH JAPAN MUST MOVE TO FULFILL INTERNATIONAL
COMMITMENTS MADE AT THREE ECONOMIC SUMMITS. WE URGE, THERE-
FORE, THAT PRESENTATIONS BE WELL COORDINATED AND COUCHED
IN TERMS OF JAPAN'S RESPONSIBILITIES AS A WORLD ECONOMIC
LEADER IN PARTNERSHIP WITH THE U.S. END SUMMARY.

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2. WE ARE PLEASED THAT ADMINISTRATIVE ARRANGEMENTS FOR
THE SEVERAL ECONOMIC DISCUSSIONS IN TOKYO IN EARLY SEP-
TEMBER ARE NOW FIRING UP. WE LOOK FORWARD TO VISITS OF:
AMBASSADOR WOLF AND MTN TEAM, SEPTEMBER 7 AND 8,
AMBASSADOR STRAUSS, SEPTEMBER 8 AND 9,
SUB-CABINET GROUP, SEPTEMBER 12 AND 13.
THIS CONCENTRATION OF HIGH LEVEL ATTENTION WILL PRO-

VIDE AN EXCELLENT OPPORTUNITY FOR REVIEWING THE BROAD RANGE OF US-JAPAN ECONOMIC RELATIONS, INCLUDING MANY AREAS OF COOPERATION. (WE NOTE THAT ECONOMIC TOPICS WILL ALSO BE DISCUSSED AT THE POLICY PLANNING TALKS AT NIKKO SEPTEMBER 7 AND 8)

3. BY PACKING SO MUCH DIVERSE AND INTENSE ACTIVITY INTO SUCH A SHORT PERIOD, HOWEVER, WE FEAR JAPANESE LEADERS AND PUBLIC MAY GET A DISTORTED VIEW OF US OBJECTIVES, POLICIES AND CONCERNS. TOKYO PRESS, APPARENTLY BELIEVING POINTS OF FRICTION ARE MORE NEWSWORTHY THAN AREAS OF COOPERATION, HAS ALREADY REDICTED THAT US WILL CONCENTRATE ON NARROW BILATERAL ISSUE SUCH AS CITRUS FUNGICIDES, CHERRIES AND STEEL. EMBASSY THEREFORE URGES THAT BOTH SUBSTANCE AND PUBLIC RELATIONS ASPECTS OF SEPTEMBER VISITS BE CAREFULLY MESHED TO ASSURE THAT THE JAPANESE ARE GIVEN A BALANCED AND ACCURATE PICTURE OF WHAT IS ADMITTEDLY A COMPLEX AND MULTIFACETED RELATIONSHIP.

4. EMBASSY BELIEVES THE CENTRAL AND UNIFYING THEME FOR THE TOKYO DISCUSSIONS SHOULD BE JAPAN'S RESPONSIBILITIES AS A GREAT ECONOMIC POWER IN PARTNERSHIP WITH ITS ALLY, THE UNITED STATES. IN GENERAL, VISITS SHOULD BE SEEN AS STRENGTHENING THOSE IN GOJ WHO ARE PUSHING FOR POLICIES THAT INTEGRATE JAPAN MORE FULLY INTO THE WORLD

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ECONOMY. AT LONDON SUMMIT AND ELSEWHERE, PRIME MINISTER AND OTHERS HAVE SPOKEN PUBLICLY OF NEED TO ENCOURAGE IMPORTS, TO REMOVE SUSPICION THAT YEN IS BEING MANIPULATED, TO EXPAND FOREIGN AID, TO STRENGTHEN COOPERATION WITH LDCS. SEPTEMBER MEETINGS, IF SKILLFULLY ORCHESTRATED, CAN PROVIDE VALUABLE SUPPORT FOR THOSE WHO WISH TO MOVE IN PROGRESSIVE DIRECTIONS.

5. THE MTN BILATERALS WILL PROVIDE A FORUM TO DRAW THE JAPANESE EXPERTS OUT FROM BEHIND THEIR CURTAIN OF PASSIVITY OF THE KEY ISSUES IN THE MTN. JAPAN'S VIEWS ON THESE MATTERS ARE CRITICAL. AREAS OF AGREEMENT SHOULD BE SOLIDIFIED AND DIFFERENCES AIRED BEFORE THEY BECOME SERIOUS IMPEDIMENTS TO PROGRESS IN GENEVA.

6. BUILDING ON THE RESULTS OF THE PROFESSIONAL LEVEL DISCUSSIONS OF THE MTN, AMBASSADOR STRAUSS CAN ENLIST THE VITAL SUPPORT AND ACTIVE PARTICIPATION OF JAPAN'S POLITICAL LEADERSHIP IN THE CRITICAL ACTIONS TO BE TAKEN IN THE COMING MONTHS. WE BELIEVE THE JAPANESE WILL NOT BE SURPRISED IF, AS HE DID IN HIS MAY VISIT, AMBASSADOR STRAUSS POINTS OUT TO THE JAPANESE MINISTERS

THAT SEVERAL ESSENTIALLY MINOR BILATERAL TRADE FRICTIONS MAY INTERFERE WITH THE SUCCESS OF AN EXERCISE THAT HAS AS ITS OBJECTIVE THE WELFARE OF THE ENTIRE FREE WORLD, AND ABOVE ALL JAPAN. IT IS IN THIS SPIRIT THAT POLITICAL REALITIES ON BOTH SIDES OF THE PACIFIC MUST BE RECOGNIZED, WHILE OUR PRINCIPAL EFFORTS MUST BE DIRECTED AT KEEPING ATTENTION FIRMLY ON THE CENTRAL ISSUES.

7. IN THE SUB-CABINET TALKS THE VARIOUS THREADS OF US POLICY SHOULD BE DEFINITELY PULLED TOGETHER AND PRESENTED TO THE TOP PROFESSIONAL LEVEL OF JAPAN'S ECONOMIC MINISTRIES. THE THEME SHOULD BE THAT THE US REGARDS JAPAN'S UNDERSTANDING AND SUPPORT OF OUR POLICIES AS ESSENTIAL TO THEIR SUCCESS. WE SHOULD OPENLY INVITE AND

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EXPECT COMMENTS AND CRITICISM IN A SPIRIT OF COOPERATIVE PARTNERSHIP. CONVERSELY WE SHOULD PRESS THE JAPANESE PARTICIPANTS TO EXPRESS THEIR CANDID AND INDEPENDENT ASSESSMENTS OF WHAT SHOULD AND CAN BE DONE TO RESOLVE WORLD ECONOMIC ISSUES, INCLUDING JAPAN'S OWN CURRENT ACCOUNT SURPLUS, GROWTH PROJECTIONS AND AID PROGRAMS. PUBLICLY THE IMAGE SHOULD BE ONE OF TWO GREAT ALLIES ENGAGED IN SERIOUS AND MEANINGFUL CONSULTATIONS ON MATTERS AFFECTING THE INTERESTS OF THE ENTIRE WORLD.

8. IF WASHINGTON AGENCIES ACCEDE TO THE APPROACH OUTLINED ABOVE, WE FEEL OUR HAND ON STRICTLY BILATERAL ISSUES WILL BE STRENGTHENED AS WELL. IN MORE NARROWLY FOCUSED TALKS AND NEGOTIATIONS WE ALWAYS HAVE TO HEW TO A SUBTLE LINE THAT WILL ACHIEVE WHAT WE WANT WITHOUT PLAYING INTO THE HANDS OF THOSE WHO CAN USE RESENTMENT OF FOREIGN PRESSURE TO IMPEDE THE INFLUENCE OF THOSE JAPANESE LEADERS WHO RECOGNIZE THE DIRECTION IN WHICH JAPAN MUST GO AND ARE PROVATELY GRATEFUL FOR ADDITIONAL ARGUMENTS THAT MOVEMENT IS NECESSARY TO AVOID FOREIGN RETALIATION.

MANSFIELD UNQUOTE CHRISTOPHER

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